

## Message Text

LIMITED OFFICIAL USE

PAGE 01 QUITO 04950 092117Z

17

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 117984

R 092031Z JUL 75

FM AMEMBASSY QUITO

TO USDOC WASHDC

INFO SECSTATE WASHDC 6260

AMCONSUL GUAYAQUIL

LIMITED OFFICIAL USE QUITO 4950

E.O. 11652: N/A

TAGS: BEXP, BFOL, EC, EFIS, PFOR, PLOS

SUBJ: FOREIGN GOVERNMENT TENDER: FISHING RESEARCH VESSEL

REF: A. QUITO 2813; B. QUITO 3661; C. QUITO 4043; D. USDOC 9791  
D. QUITO A-76

1. EMBASSY IS FRANKLY DISAPPOINTED BY NEGATIVE RESPONSE OF US COMPANIES, AS REPORTED REFTEL D. WE CONTINUE TO BELIEVE THAT AWARD OF CONTRACT TO US SUPPLIER WILL HAVE POSITIVE POLITICAL EFFECT IN ADDITION TO COMMERCIAL BENEFIT.

2. FOLLOWING COMMENTS ARE IN REPLY TO POINTS RAISED IN REFTEL A. TENDER WAS REPORTED AS AN EARLY-WARNING ON APRIL 24 AND AGAIN AS CONFIRMED FGT ON MAY 27. COMPANIES HAVE THUS FAR HAD AT LEAST ONE MONTH TO PREPARE OFFER, WITH ANOTHER TWO MONTHS REMAINING (BID DEADLINE: AUGUST 25). THREE MONTHS IS CONSIDERABLY LONGER THAN GOE ALLOWS FOR MOST TENDERS, AND THIS WE READ AS INDICATION OF SERIOUS GOE INTENTIONS. EMBASSY THEREFORE CANNOT HONESTLY BELIEVE THAT US BIDDERS DO NOT HAVE SUFFICIENT TIME TO PREPARE BIDS; B. COSTS OF SPECIFICATIONS AND BID DOCUMENTS MAY IN FACT BE HIGH, BUT THIS HAS OBVIOUSLY NOT DISCOURAGED FIRMS FROM OTHER COUNTRIES; AS OF JUNE 27, TWENTY RPT TWENTY SUPPLIERS HAD REQUESTED BID DOCUMENTS. OF THESE, F.B. WALKER & SONS OF PASCAGOULA, MISS., IS ONLY KNOWN U.S. FIRM; C. REGARDING REQUIREMENTS FOR SUBMISSION OF BIDS IN PERSON AND HAVING LOCAL REP, THIS IS IN CONFORMITY WITH NEW ECUADOREAN LAW OF LIMITED OFFICIAL USE

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FEBRUARY 1974 GOVERNING ALL BIDS AND TENDERS (SEE REF E).

A LOCAL AGENT OR REP CAN BE OBTAINED FOR ONE-TIME TRANSACTION,  
AND EMBASSY SERVICES CONTINUE TO BE AVAILABLE TO US FIRMS IN  
SELECTION OF SUITABLE ATTORNEYS AND LOCAL REPS.

3. SUGGEST THAT, IF NOT ALREADY DONE, COMMERCE CONTACT MR. ODIN  
THAANUM OF INTER-OCEANIC FACTORS, INC. LONG BEACH (TEL.  
(213) 435-7497) OR SAN DIEGO (TEL. (714) 232-4454) (TELEX  
LONG BEACH, CA. 656-363) AND INFORM OF THIS OPPORTUNITY.  
THAANUM, WELL-KNOWN TO EMBASSY AND GOE FISHERIES OFFICIALS,  
IS FREQUENT VISITOR TO ECUADOR AND HAS EXCELLENT CONNECTIONS  
WITH FISHING VESSEL SUPPLIERS.

4. EMBOFFS HAVE ASKED FOR APPOINTMENT WITH SUBSECRETARY FOR  
FISHERIES AND WILL TRANSMIT ANY NEW INFORMATION LEARNED. IN  
MEANTIME, REQUEST THAT COMMERCE CONTINUE EFFORT TO INTEREST  
U.S. COMPANIES.

5. DECLASSIFY UPON RECEIPT.  
BREWSTER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** RESEARCH, CONSTRUCTION, FISHING BOATS, PROPOSALS (BID)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 JUL 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750237-1061  
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**Line Count:** 80  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION ARA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
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**Review Action:** RELEASED, APPROVED  
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**Status:** NATIVE  
**Subject:** FOREIGN GOVERNMENT TENDER: FISHING RESEARCH VESSEL  
**TAGS:** BEXP, BFOL, EFIS, PFOR, PLOS, EC, US  
**To:** COM  
**Type:** TE  
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